

## One Word Costs 3 Million Dollars

"Please" is the 3 million dollar word. Used in telegrams alone it costs the United States \$3,000,000 yearly—says Arthur Brisbane. Yet Mr. Brisbane, who never wastes a word, says that "please" is cheap at the price. "Please" is to business what oil is to the automobile; it is the way the great painter with words puts it. "Please" represents courtesy, without which no business can run smoothly, without which there is no service—for courtesy is the foundation of Service.

The Knickerbocker Ice Company puts courtesy first always in its standard of Service—Courtesy, Promptness, Reliability added to absolute purity of product make Knickerbocker Service.

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### HELP WANTED

columns of The New York Herald daily and Sunday

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## GERMANY ALREADY PREPARED TO TAKE OLD TRADE POWER

Industrial Machine in Perfect Order, but Running at Low Speed.

### OFFERING LOW PRICES

Dyestuffs and Toys Again Loom on Markets Long Closed to Tentons.

### SPREAD OVER WORLD

Salesmen by Thousands Compete With Those of Allies—Russia a Big Field.

"Germany is still a perfect industrial machine, running at low speed, it is true, but undamaged as yet in its vital parts, and would respond readily to any stimulus."

P. Harvey Middleton, assistant manager of the International Trade department of the Guaranty Trust Company, quoted yesterday by a British official as summing up accurately the present industrial and commercial situation of Germany.

"Undoubtedly," Mr. Middleton said, "the Germans are making a determined effort to mend the rents that have been torn by American and British manufacturers in the foreign trade net of the former German Empire. The Germans have made a good beginning is evident from the fact that German exports for the first five months of 1920 amounted to 25,585,000,000 marks, as compared with 10,057,000,000 marks for the entire year of 1919. It must be remembered, however, that these figures include goods delivered to the Allies under the treaty of peace, and also that from the signing of the armistice in November, 1918, until March, 1920, an enormous volume of goods was smuggled out of Germany through the occupied territory, the so-called 'hole in the West'."

**Salesmen in the Field.**  
"Thousands of German salesmen are reported to be at work not only in the former neutral countries but in all the European and Asiatic countries with which they were at war, offering low prices and long credits, and promising quicker deliveries than their competitors. Buyers from many of the nations are now in Germany placing substantial orders for motor trucks, dye stuffs, toys, iron and steel products, pianos, glassware, knit goods, sewing machines, electrical goods and hundreds of other items."

Mr. Middleton states that recently one German firm sold thirty different kinds of toys in England, three of them considerably below the English products. It is estimated that sales of German toys in England in 1920 amounted to \$5,000,000. The toy trade in Germany is a highly specialized industry, with many points in Germany's favor. Other German goods arriving in England in large quantities, Mr. Middleton's investigations show, are clocks, chiefly of the metal alarm and china varieties, and fancy goods composed of metal and glass ornaments, German nets, silk embroidery.

Other facts of interest regarding the German drive to capture trade domination as obtained by the Guaranty Trust Company exports are as follows: "Recent cargoes from Hamburg contained aluminum casseroles, dishes, saucepans, frying pans, kettles, glassware, paper, cotton gloves, sewing machines, thermometers, machinery, weighing appliances, furniture, toys, silk hosiery, motor cars, chlorides, asphalt, mouldings, brassware and meat carving machines. Some of these goods are evidently from German pre-war stocks that could not be disposed of during hostilities."

### Come to Front With Dyes.

"Representatives of German dye manufacturers are carrying a wonderful range of colors, in a wide variety and high quality. A British dye-maker states that the Germans are offering a certain dye which is much required in the Bradford trade at seven pence to one shilling a pound, which he is unable to produce for less than four shillings a pound in a quality inferior to that of the German. Representatives of German textile houses are in England offering cloth dyed in five hundred different shades. British makers state that it is impossible for them to produce cloth at the prices asked by the Germans, even after the big fall in the price of raw wool."

"Agitation against German 'dumping' is active in all the former neutral countries. The Stockholm Iron Institute demands that duties be raised as much as 500 per cent., pointing out that German daily wages are about four crowns, Swedish currency, as against a daily wage of almost seven crowns in Sweden. The Swedish Electrical Industries Association has also petitioned the Government, stating that production cost in Germany is between two-fifths and two-thirds that of Sweden. Finland is faced with a similar problem."

"Large and varied consignments have reached South America—particularly Argentina and Brazil—from Germany, recent deliveries including machinery, cutlery, enamelled ware, electrical supplies, weighing appliances, musical instruments, fancy goods, stationery, toys, clocks and watches, paints and chemicals. In general, the quality is reported to be as good as before the war. The League of German-Brazilian Firms, with offices at Rio de Janeiro, has recently resumed activities after suspension during the war. Many of the consignments have been in goods of the semi-manufactured variety and in small sundries, such as office supplies. Similar reports of German trade activity come from Mexico and Central America."

"A small but steady stream of German goods is arriving at Far Eastern ports. The recent arrival in Yokohama of 1,000 casks of German indigo created consternation in the new dye industry in Japan. Prior to the war Japan was supplied almost entirely by Germany. With the cessation of German imports many dye plants were established, sulphur blue being manufactured as a substitute for German indigo. This was made in such quantity that there was a surplus for export to China, but it is stated that the Japanese dyes were inferior in quality. Japan recently has passed a law to prevent 'dumping.'"

### MAY BRING GIRL'S BODY TO U.S.

PARIS, Jan. 30.—Permission has been received to transport to the United States the body of Miss Bernice Hinton of Versailles, Ky., who died as a result of a fall from a balcony. No instructions, however, have yet been received from the girl's father.

## ALLIES TO BLOCK ANY PACT BETWEEN U. S. AND GERMANY

Continued from First Page.

creditor countries, M. Loucheur's proposal that disbursements be made every six months has been tentatively accepted by the British and Belgian delegates. Thus half of the first annuity will be due at the end of next November, and to avoid complications supplemental annuities based on exportation, will commence two months after that.

At present, the French point out, they will get much satisfaction from the export tax. According to figures for 1920, the Allies would be entitled to less than 500,000,000 marks gold, although with careful supervision it is believed the Allies' annual supplemental income would exceed fourfold this sum.

Another difficulty arises in the decision to insist that Germany pay at least 50 per cent. of the payments for the first two years in specie, and the remainder in labor and material for the devastated regions, and to increase coal production. These proportions would be reduced during the succeeding forty years to 25 per cent. in kind and 75 per cent. in currency.

The role of the Allied Control Commission in all this work will be enormous. It will have the right to place observers at every frontier railroad station or highway, every port, every aerodrome, to prevent smuggling. It will require a veritable army of accountants to verify the German book-keeping, although the chief authority in customs supervision will be invested in a German official selected by the Allies themselves.

Germany would immediately be ordered to increase her indirect revenues, bringing Germany into line with Belgium, France and Italy by fixing high taxes on matches, wine, cokes, chocolate, cigars, cigarettes, and, in fact, everything entering the daily life of the German family, while an expert analysis of Germany's system of administration will be conducted to decide how to get rid of bureaucracy, which is said to be increasing monthly.

M. Loucheur is expressing elation today over the prospect of getting a share in the first two annuities, which would not be possible if the Belgians insist upon their priority for 2,500,000,000 marks, accorded them at the Boulogne conference.

M. Jasper, Foreign Minister of Belgium, is willing to share this priority with France if he can get the approval of the Belgian Parliament, which would give France, provided always that the German exports to the United States and Russia immediately reach the tremendous maximum that has been fixed, 2,500,000,000 marks gold within the next two years, or 4,000,000,000 paper francs, wherewith to cover the budget deficit of 16,000,000,000.

### SUPREME COUNCIL'S TERMS FOR GERMANY

Hopes Berlin Will Not Fail to Meet Her Obligations.

PARIS, Jan. 30.—The document signed by the Supreme Council of the Allies last night by which the reparations and disarmament decisions of the Allies will be conveyed to Germany was delivered today to Charles Bergmann, head of the German delegation in Paris, with a letter of transmittal marked "Confidential."

The letter, with two notes on reparations and disarmament, totals 2,500 words. The letter of transmittal, which is dated January 28, reads:

"Sir—The allied conference, which met in Paris from the 24th to the 29th of January, 1921, has taken the following decisions:

"1. As regards the disarmament of Germany the allied Governments have approved the conclusions formulated in the note attached hereto.

"2. As regards the question of reparations the allied Governments have unanimously approved the proposals formulated in that document, also attached hereto.

"The allied Governments have on former occasions and again to-day, in consenting to fresh delays in the matter of disarmament, had due regard to the difficulties that surround the German Government in the execution of the obligations which have resulted from the treaty of Versailles. They have formed the hope that the German Government will not place the Allies, who confirm their previous decisions, under the necessity of envisaging the grave situation which will be created if Germany persists in failing to meet her obligations."

"Qualified delegates of the German Government will be invited to a meeting in London at the end of February with delegates of the allied Governments."

"The reparations note bears the title 'An agreement between the allied Powers for the settlement of certain questions relating to execution of the treaty of Versailles.' The note reads:

"Article I. For the purpose of satisfying the obligations imposed upon her by Articles 231 and 232 of the treaty of Versailles, Germany shall, in respect of the restitution she is to make under Article 238 and of any other obligation under the treaty, pay:

"1. Fixed annuities, payable half-yearly in equal parts, as follows: (a) Two annuities of 2,000,000,000 gold marks from May 1, 1921, to May 1, 1923. (b) Three annuities of 2,000,000,000 gold marks from May 1, 1923, to May 1, 1925. (c) Three annuities of 4,000,000,000 gold marks from May 1, 1926, to May 1, 1929. (d) Three annuities of 5,000,000,000 gold marks from May 1, 1930, to May 1, 1932. (e) Thirty-one annuities of 6,000,000,000 gold marks from May 1, 1932, to May 1, 1963.

"2. Forty-one annuities, running from May 1, 1921, equal in amount to 12 per cent. ad valorem of German exports, payable in gold two months after the close of each half year.

"In order insure complete fulfillment of paragraph 2 above, Germany

will give to the Reparation Commission every facility for verifying the amount of the German exports and for the establishment of the supervision necessary for this purpose.

"Article 2.—The German Government will transmit forthwith to the Reparation Commission notes to bearer payable at the dates specified in article 1, paragraph 1, of the present agreement. The amount of these notes shall be equivalent to each of the half yearly sums payable under said paragraph.

"Instructions shall be given to the Reparation Commission with a view to facilitating realization of the Powers which so demand, the share to be attributed to them in accordance with the agreements in force between them."

"Article 3.—Germany shall be at liberty at any time to make payments in advance on account of the fixed portion of the sum owing.

"Advance payments shall be applied in the reduction of the fixed annuities provided for in the first paragraph of article 1. For this purpose annuities shall be discounted at the rate of 8 per cent. until May 1, 1923; 6 per cent. from May 1, 1923, to May 1, 1925; 5 per cent. from May 1, 1925.

"Article 4.—Germany shall not directly or indirectly embark on any credit operation outside her own territory without the approval of the Reparation Commission. This provision applies to the Government of the German Empire, to the Governments of German States, to the German provincial and municipal authorities and to any companies or undertakings under control of said Governments or authorities."

"Article 5.—In pursuance of article 248 of the Treaty of Versailles all the assets and revenues of the empire and of the German States shall be placed at the disposal of the Reparation Commission to insure complete execution by Germany of the provisions of the present arrangement."

"The proceeds of the German maritime and land customs, including in particular the proceeds of all import and export duties and of any tax subsidiary thereto, shall constitute special security for the execution of the present agreement."

"No modification which might diminish the proceeds of the customs shall be made in the German customs laws or regulations without approval of the Reparation Commission. All German customs receipts shall be encashed on behalf of the German Government by a receiver general of German customs appointed by the German Government with the approval of the Reparation Commission."

"In case Germany shall make default in any payment provided for in the present arrangement:

"(1) All or part of the proceeds of the German customs in the hands of the receiver general of German customs may be attached by the Reparation Commission and applied in meeting the obligations in respect of which Germany has defaulted, as such as the Reparation Commission may, if it thinks necessary, itself undertake the administration and receipt of the customs duties."

"(2) The Reparation Commission also may formally invite the German Government to proceed to such increases of duties or to take such steps for the purpose of increasing its resources as the commission may think necessary."

LONDON, Jan. 31 (Monday).—The Times, commenting on the Paris conference, says that the settlement may be open to objection in more respects than one, but has "the supreme merit that it consecrates anew the solidarity of the Allies."

It continues: "The decisions are drastic enough to teach Germany that the Allies do not mean to be trifled with any longer. They are not inconsistent with her economic restoration, and they are not—despite the German outcry—unreasonable in other respects."

If Germany refuses, the Times adds, the Allies may be compelled to apply to the letter the terms of the treaty.

The Daily Express doubts whether Germany will be able to foot the bill, but says: "If payment can be exacted it will be in a form that will do her creditors more harm than good."

The Daily Telegraph says that Germany is quite able to meet the bill, if she chooses to do so, but it asserts that she probably will not pay except under stringent compulsion. It calculates the British share of the total of the reparations as still less than one-third of the British war debt.

The Morning Post asks what sanction is behind the agreement providing for annual payments from "a sulky debtor" for the next forty-two years.

The Daily News thinks the immediate demands on Germany are not crushing.

## HOUSE IS WRECKED TO AVENGE AMBUSH

Black and Tans Spare Room of Mother of Pearce, Executed 'President' of Ireland.

### USED BY A SINN FEIN CLUB

More Deaths Reported From Encounters—One Killing Involves Mystery.

### Forbids Hunting in Cork, Tipperary and Limerick

CORK, Jan. 30.—Major-General Sir Edward Strickland, in command of the troops, in a proclamation to-day, forbids hunting, point-to-point races, and coursing meetings in certain areas of the counties of Cork, Tipperary and Limerick.

The commander gives as his reason that it is possible these local hunt meetings will lead to breaches of the peace and be prejudicial to the restoration of order.

BELFAST, Jan. 30.—Cullinstown House in Ranelagh, a Dublin suburb, was wrecked Saturday night by the military. The house was owned by the Provisional President of Ireland, who was executed after the 1916 rebellion.

Lately the building had been rented out as flats, and a part of it was occupied by a Sinn Fein club. It was the only source of income for Mrs. Pearce. One of the flats had been occupied by Mrs. Mulcahy, but she and all of the other occupants except Mrs. Pearce had left the building in December owing to repeated raids.

The military wrecked the house with pickaxes and crowbars. It is said they were seeking Richard Mulcahy, a member of the Dail Eireann and the reputed chief of staff of the Republican army. The interior of the building was entirely demolished. All of the windows were smashed, except in the room occupied by Mrs. Pearce. According to Mrs. Pearce, the "Black and Tans," who wrecked the house, went away grumbling because they had found nothing, and declared that they were always being sent on false trails.

Local opinion to-day seemed to be that the wrecking of the house was done in reprisal for the ambushade at Terenure, a suburb of Dublin, when an officer and one man were seriously wounded and six others slightly hurt when a lorry, in which were the officer and twelve men of other ranks was fired upon. A bomb was exploded and shots were fired at the lorry, to which the soldiers replied vigorously.

One of the members of the ambushade party which was surprised by military forces Friday at Concoch, County Cork, died in a hospital here to-day. The party had trekked the road running from Cork to Macroom. The attackers were obliged to abandon the five seriously wounded.

Constable Clarke, who was wounded recently at Stranooden, County Monaghan, when his comrades were killed, also died in a hospital to-day.

DUBLIN, Jan. 30.—A dairyman named Dooey was shot dead Saturday night in Rathfarnham, a suburb of Dublin, when he alighted from his pony cart at the best of two men who stopped suddenly from a side path in the residential quarter. The authorities in Dublin Castle describe the shooting as a complete mystery.

### 3 YEARS IN PRISON FOR MACSWINEY'S CHAPLAIN

Part of Sentence of Father Dominic Is Remitted.

LONDON, Jan. 30.—Father Dominic MacSwiney, chaplain of the Republican Guard and spiritual adviser to the late Terence MacSwiney, Lord Mayor of Cork, until death ended his hunger strike, who was convicted by a Dublin court-martial early in the next January, has been sentenced to five years' imprisonment, of which two years are remitted.

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## GREECE WILL RELY ON UNITED STATES

Premier Says Country Will Resist Any Attempt to Revise Allied-Turkish Treaty.

### EXPECT U. S. RECOGNITION

Occupation of Smyrna by the Turks Unthinkable. Rhallis Declares.

By the Associated Press.

ATHENS, Jan. 29 (delayed).—Greece will resist any attempt to revise the allied-Turkish treaty at the conference to begin in London on February 21, Premier Rhallis indicated to-day. He asserted Greece was occupying Smyrna by virtue of a mandate from the Allies, and expressed conviction that the United States would say the final word as to alterations in the terms of the treaty.

The Premier declared he had received the information that recognition by the United States Government of Constantinople as the Greek sovereign was imminent, and expressed hope that the unbalanced balance of credits advanced by America to Greece would be paid. (The total amount of Greek credits held by the United States Treasury on November 15, 1920, was \$23,236,629.05, against which a special charge had been created.)

"Greece was surprised and humiliated," the Premier said, "to find herself in the same place as Turkey in the latest allied note in the Near Eastern question. Why should she be classed as an outsider? The Sevres treaty is categorically specific and admits of no reservations. It was signed by all the Powers, and it must be taken as a final settlement of the Near Eastern question."

"Premier Lloyd George will find it difficult to reconcile the Supreme Council's decision at Paris (to confer with Turkish Nationalists) with his speech in the House of Commons on December 22, when he described Mustafa Kemal Pasha as a 'mutineer and insurgent,' and said: 'We have confidence that the British public and the public of all the allied nations will not be rushed into tearing up treaties which have taken a great deal of care and reflection and which are vital to the British Empire and to all humanity.'"

"Greece is occupying Smyrna in consequence of a mandate received from the Powers through the Sevres treaty. For five hundred years the Turks have murdered Christians. During the last war they killed 3,500,000 Greeks alone, and it is unthinkable that the Allies would now put the Turks back in Smyrna. Mustafa Kemal, or his delegates, can appear at the London conference only as spectres or scarecrows. Mustafa Kemal can be recognized only as an enemy."

M. Rhallis declared he believed the United States would ultimately speak the last word regarding the revision of the Sevres treaty, and continued: "The friendship and good opinion of America is very precious to Greece, and I am sure Americans will protest against any modification of the treaty which would return Smyrna to the Turks."

CONSTANTINOPLE, Jan. 29 (delayed).—Mustapha Kemal Pasha, the Turkish Nationalist leader, has notified the Turkish Grand Vizier that, as the Ankara Government is the only real one in Turkey, it awaits a direct invitation from the Allies to attend the London conference to discuss the Turkish peace treaty. The Ankara administration, Mustapha Kemal says, will make its acceptance of the invitation subject to the conditions that foreign troops immediately evacuate all Turkish territory.

and that no indemnity payments be required. In Turkish circles joy was expressed, the Turks regarding the conference as a sign of their growing importance. It is said the Nationalists will send a mission to London if the Allies pay the expenses.

By the Associated Press. WASHINGTON, Jan. 30.—Recognition

by the United States of the new Greek Government under King Constantine cannot be said to be imminent, officials here said to-night when their attention was called to the statement of Premier Rhallis that recognition of his Government by the United States was impending. Official reticence was made that the United States Government had no intention of opposing the Constantinian Government in any way.

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February Fifth

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### CIGARETTE

No cigarette has the same delicious flavor as Lucky Strike. Because Lucky Strike is the toasted cigarette.

MAY BRING GIRL'S BODY TO U.S.

PARIS, Jan. 30.—Permission has been received to transport to the United States the body of Miss Bernice Hinton of Versailles, Ky., who died as a result of a fall from a balcony. No instructions, however, have yet been received from the girl's father.

Police Commissioner Aubrais, who investigated the circumstances connected with the death of the young woman, said the indications pointed to an accident.